

# **PROGRAM EXECUTIVE OFFICER FOR UNMANNED AVIATION & STRIKE WEAPONS (PMA-242)**

## **ADVANCED PRECISION KILL WEAPON SYSTEM LETTER OF REQUEST CHECKLIST**

**For Price & Availability and/or for Letter of Acceptance for Foreign Military Sales**

This official checklist provides a guideline for the United States Government (USG) allies when requesting for Price and Availability (P&A) or Price for Letter of Acceptance (LOA) for the Advanced Precision Kill Weapon System (APKWS) and All Up Round (AUR) Requirements.

Please note that the following information is required in support of PMA-242 APKWS Letter of Request (LOR) development. APKWS requests must be submitted via official channels in English writing, with clearly stated requirements, and desired capabilities. All requesting partners must use this checklist for LOR for P&A, LOR for LOA, and LOR for Amendment.

- 1. Please submit the LOR via a letter written in English**
- 2. Is the LOR is for P&A or for a Letter of Offer and Acceptance?**
- 3. Identify which Military Service is submitting this request (Army, Navy, Air Force)**
- 4. What is the estimated signature time frame for the Foreign Military Sales (FMS) case?**
- 5. What is the defense article being requested? (i.e. APKWS WGU-59)**
- 6. Is this a new capability to be provided to the customer?**
- 7. Has your country bought this service or defense article from the U.S. before?**
  - a. Provide if known:**
    - i.** Equipment nomenclature or description
    - ii.** Part # and national stock # if known
    - iii.** Quantities
    - iv.** Intended end use (location)
    - v.** Desired condition of equipment (new, refurbished or as is / where is)
    - vi.** Desired delivery date
    - vii.** Transportation issues
      - 1.** Does Country have a Freight Forwarder in the U.S.? (provide name, address, POC information)
      - 2.** Does FF have an Import License?
      - 3.** Is FF cleared for unclassified and/or classified material?
      - 4.** Provide preference for Delivery Term code (DTC) on LOA and other requirements such as staging spare parts; identify and special transportation requirements
    - viii.** Integration requirements (i.e. flight profiles)

# PROGRAM EXECUTIVE OFFICER FOR UNMANNED AVIATION & STRIKE WEAPONS (PMA-242)

- ix. Locations by name, quantities of where systems/items will be used/stored (if more than one location)
  - 1. Main operating bases
  - 2. Operating bases
  - 3. Repair facilities
  - 4. Weapons maintenance facilities
  - 5. Weapons storage facilities (needed for Expanded End Use Monitoring)
- b. If service, please identify as follows:
  - i. Short description of service requested; include back-up details, if applicable
  - ii. Desired length of service; Period of Performance

## 8. Advanced Target Development (ATD) capability:

a. Does the Partner Nation (PN) have existing targeting infrastructure in place? Please describe.

b. Does the PN currently source commercial imagery? If so, what vendor and type? – ***Not applicable***

c. Does the PN have a Weaponeering Estimation capability either through the USG, another partner nation, or indigenous? If so, what tools and methods/methodology does the country use?

d. Does the country have Collateral Damage Estimation capability either through the USG, another partner nation, or indigenous? If so, what tools and methods/methodology does the Country use?

e. Does the country have Target Coordinate Mensuration capability either through the USG, another partner nation, or indigenous? If so, what tools and methods/methodology does the Country use? For more information contact the Naval Air Warfare Center Weapons Division (NAWCWD) Digital Precision Strike Suite (DPSS) team at DPSS\_FMS@navy.mil.– ***Not applicable***

f. Will the country require autonomous targeting capability? If more information is required contact the NAVWAR Common Geo-Positioning Services Project team at CGS\_FMS@navy.mil.– ***Not applicable***

g. In which targeting modes does the country intend to use the munition (eg. IR, coordinate seeking, radar)? – ***Not applicable***

h. Has the PN had training, to include Mobile Training Teams (MTTs), previously received USG training on Target Coordinate Mensuration, Collateral Damage Estimation on the skills necessary to properly and safely employ PG weapons?

i. Does the partner have a draft Concept of Operations (CONOPS) describing how *its*

# PROGRAM EXECUTIVE OFFICER FOR UNMANNED AVIATION & STRIKE WEAPONS (PMA-242)

requirement will be employed?

j. Does the partner need to be able to employ the capability in a U.S. coalition environment?

## **9. Is certification or accreditation required?**

## **10. Are there any procurements that must be Sole Source (one specific vendor)?**

## **11. Additional requirements:**

### **a. In terms of logistics support, the following should be addressed:**

1. Supply Support
2. Define spare parts provisioning requirements. The following may apply:
  - a. Spare parts list. Support periods being covered, e.g., 12 or 36 months. For end items being supported, provide particulars as to operating plans and program data (Operational Tempo, overhaul periods, maintenance factors, nonstandard repair parts spares/tools, etc.)
  - b. Training spares
  - c. Consolidated shipment requirement
  - d. Repair and Return (Test and support equipment, i.e.)
3. Maintenance Concept: APKWS only Organization level
4. Type of Supply system to be used by Customer and integration of new US system
5. Obsolescence plan

### **b. Engineering Support Requirements:**

- a. Are there requirements for following services, and if so what duration?
  - i. Contractor Engineering Technical Services (in-country technical support, i.e.: OEM, Testing Support)
  - ii. Engineering Technical Services
- b. Will a system/ equipment require integration into non-U.S. made equipment? (provide type, model, and manufacturer)

### **c. Technical Assistance requirements:**

- a. Installation, modification, upgrade of systems
- b. Post delivery test requirements?
- c. Initial/Long Term follow-on maintenance requirements for support. (Organizational only)
- d. Contractor Logistics Support requirements
- e. Contractor Field Service Support Representative requirements
- f. Repair and Return requirements

### **d. Training and Training Devices:**

- a. Identify Type of training; On-the-Job, Train the Trainer, initial technical training, new equipment training.
- b. Identify type of training; Maintenance, Weapon Assembly / loading

### **e. Documentation Requirements:**

# PROGRAM EXECUTIVE OFFICER FOR UNMANNED AVIATION & STRIKE WEAPONS (PMA-242)

- a. List any and all Unclassified documentation to be provided and quantities
  - i. Training, Maintenance, Organizational level manuals
  - ii. Support and Test equipment manuals
- f. **Support and Test Equipment:**
  - a. General purpose tools and test equipment
  - b. Peculiar ground support equipment
  - c. Special tools
  - d. Calibration services / test equipment and diagnostic equipment
  - e. Identify existing test equipment to be used or in need of upgrade
  - f. Launchers required.
- g. **Facilities:**
  - a. Training Facilities
  - b. Storage of equipment (specifically, sensitive category items)
  - c. New / upgraded facility / construction requirements for aircraft / large equipment
  - d. Repair facility
  - e. Identify type of power (240V, 2/3 phase, etc.)
  - f. Facility Site Survey
- h. **Identify and communication or command and control requirements (frequency for communication to the target)**
- i. **Miscellaneous requirements:**
  - a. Petroleum, oil and lubricants
  - b. Basic issue items, (clothing, safety gear items, etc.)
  - c. Accessory kits, etc.
  - d. Special waivers to be requested